

You Must Have Soap!

Become like scores
of your neighbors, a
patron of 

The Larkin Soap Manufacturing Co.

Soapmakers,
Perfumers,
Chemists.

Buffalo,
N. Y.

and save the entire profits of middle-
men by dispensing with their
services. No money required
until after a thorough
thirty days' trial.



The Larkin Idea— Save the middle- men's profits by dispensing with their services. *

ive thought. Forehanded, thrifty people pay us — the makers — in one sum (\$10.00) once a year for a full year's supply of Soaps, \$10.00 worth at retail prices, and receive the entire benefit of the saving of middlemen's profits, in a valuable premium, free, which, if purchased from a retail dealer, would itself cost another \$10.00.

The Larkin idea not only saves half the retail cost of your soaps, but the purchasing power of this saving is doubled in a premium, for that also is stripped of the entire profits and expenses of "middlemen," only actual cost to produce in enormous quantities at factories devoted to their making being paid for by you.

You get twice what your money will pay for elsewhere, and our methods give you the premium without cost to you or us.

Collect Larkin Premiums and get
This catalog and memoirs thru Ce

TO BE A
user of the
LARKIN SOAPS
is a proof of
wise economy
and progress-

Only those already our cus-
tomers — and they are every-
where ready to endorse us —
realize the increased buying
value that ten dollars have when
wisely used in co-operation with
the ten dollars from each of a
hundred thousand other people
through our marvelously per-
fect and unique organization.

Merchants cannot increase,
in any way, the value of goods,
but each must have a profit if
you employ their services as
middlemen. The manufacturer
alone adds value to his products,
the middlemen add only to the
cost. "From factory to family"
saves you the several profits and
expenses of the retail dealer, the
jobber, traveling salesmen of
manufacturer and jobber, etc.,
in two lines of trade, that of
soap, and the premium you se-
lect. The Government Cen-
sus Bureau shows the annual
salaries and expenses of travel-
ing salesmen alone to be more
than double the combined in-
come of all clergymen and
physicians of this country. This
enormous expense, and much
more, must be included in the
retail price of the goods they sell.

est of Elbert Hubbard Story Too. Our Liberal ~~and~~
tury House, Watkins Glen, N.Y....

WE only ask to send you the premium you select and a Combination Box, and if, *after thirty days' trial* you are fully satisfied, you can pay the bill — \$10.00. But if you are not, if our description of the premium you receive, or the soaps, etc., leads you to expect anything different than you find it, no charge will be made for what you have used in trial, and we will take the goods away at our own expense. *How can we do more?*

Many people prefer to send cash with order (thus requiring only one letter); we do not ask it, but if you remit in advance you will receive in addition to all extras named a nice present for the lady of the house, the benefit of the saving in book-keeping and collecting. Where boxes are paid for in advance, we ship day after order is received. All other orders are filled in their regular turn. Money remitted in advance will be refunded without argument or comment if the Combination Case or Premium does not prove all expected. We guarantee the safe delivery by transportation

company of everything we ship.

The mails make us all neighbors. To deal with us to your entire satisfaction no knowledge of business methods is needful. We require only that your orders and all correspondence be always signed with the name of the head of the family, and, if those not engaged in business for themselves, will, in sending their first order, give the name of a banker or any established business firm to whom they are known or by whom employed it will insure prompt shipment. Nearly all delays in shipping are caused by lack of attention to these simple requests.

We can refer you to thousands, many of whom are in your vicinity, who have used the Larkin Soaps for many years; also any of the Buffalo, New York or Chicago Banks, or any Banker in the United States. Also Mercantile Agencies.

Terms. We do not ask you to remit in advance.



The Larkin Soap Mfg. Co.,
Buffalo, N. Y.

You must have Soap. It is an absolute necessity — the only question is, *

valuable premiums we offer free, or will you give the retailer its equivalent?" A great many thousand householders are annually profiting by the Larkin plan of selling direct from the factory to the consumer. Our goods and methods are well known to many families at nearly every Post-office east of the Rocky Mountains. Our soaps are sold entirely on their merits, with a guarantee of purity.

We have manufactured soaps in Buffalo, N. Y., for 22 years, during which time our floor area has increased from 2,600 to 176,000 square feet, and now operate one of the very largest and best-equipped plants in this country, having a capacity of over thirty million pounds a year.

Through our facilities for manufacturing soaps in immense quantities at low cost and for distributing them economically direct to the family, and

"WILL you save the profit or give it to the retailer? Will you have

one of the

because we use to such good advantage the saving made by your co-operation with us, *you receive twice as much as your money would pay for* in the ordinary way, which helps you without expense to us.

"Sweet Home" Family Soap

Is an absolutely pure laundry soap, sweet and wholesome, made from refined tallow and vegetable oils. It is scientifically complete, lathers very freely, and will do thoroughly and easily all work for which good soap is designed. It is a labor saver, and is agreeable to the most sensitive skin. Our customers everywhere appreciate its great superiority and economy over soaps "made to sell," which are freely adulterated with "make weights"—silex, powdered rock, etc., causing them to break in many pieces in use.

If you will send us the names, correctly and fully written on a separate sheet of paper, with your name and address thereto, of ten of your nearest neighbors, heads of families (not dealers in soap), whom you know to be amply able to buy our goods and pay for them, and four cents in stamps, we will send a nice little present for your trouble.

Our Superfine Toilet Soaps.

In decided contrast to the wise economy of the Larkin methods in the conduct of our business departments, is the almost lavish expenditure in our toilet soap works. Nowhere else do we more liberally observe the proverb, "There is that which scattereth, and yet increaseth, and there is that which withholdeth more than is meet, but it tendeth to poverty."

The purest soap scientifically saponified and medicated, absolutely neutral and bland, producing an emollient, profuse, creamy lather.

Some people think imported toilet soaps must be the best, but ours are the peer in purity and antiseptic and dermatological qualities of any soaps, at any price, from any source whatsoever. Our Modjeska Complexion Soap is not excelled by any made. Its subtle perfume is derived by consummate skill from the rich spices of Arabia combined with the delicious and expensive odors of the rose, the violet, the geranium, the jasmine and orange blossoms, gathered from the culti-

vated fields of France, of Italy and of Algiers.

Our soaps contain no free alkali, and all moisture is perfectly abstracted by the French "Milling Process," which also insures full fragrance until they wear to a wafer. They have nothing in common with the majority of alleged toilet soaps sold by the trade to-day, which are imperfectly saponified, cheaply and carelessly made from inferior materials by incapable men, who allow them to contain hurtful free alkali, and perfume them with various cheap artificial "perfumes" made in this country from a residuum of coal tar.

Boraxine—"A Laundry Luxury."

For cleaning woodwork, washing dishes, dairy utensils, removing grease spots or stains from carpets, etc., or general housecleaning. Has no equal. Used in soaking clothes it saves half the labor of washing, and is a blessing to every house-keeper who uses it. It is pleasant for the hands, and cannot possibly injure the finest fabric.

Our Great Com-
bination Box. 
List of Contents
as used by 500,-
000 Families
Everywhere. 


100 BARS "SWEET HOME" FAMILY SOAP, . . .	\$5.00
Enough to last an average family one full year.	
This Soap is made for all laundry and household purposes and has no superior.	
10 BARS WHITE WOOLEN SOAP,70
A perfect soap for flannels.	
12 PCKGS. BORAXINE SOAP POWDER (full lbs.), . .	1.20
4 BARS "HONOR BRIGHT" SCOURING SOAP,20
No better made.	
1/4 DOZEN MODJESKA COMPLEXION SOAP,60
Perfume matchless. For all toilet purposes it is the luxury of luxuries. Especially adapted for the nursery or children's use, or those whose skin is delicate.	
1/4 DOZEN ELITE GLYCERINE TOILET SOAP,25
Very fragrant.	
1/4 DOZEN CREME OATMEAL TOILET SOAP, Scented,25
1/4 DOZEN OLD ENGLISH CASTILE (six ounce cakes), . .	.30
A pure milled Castile Soap. Superior to ordinary Castile. Made from Pure Olive Oil.	
1/4 DOZEN SULPHUR SOAP, Scented,30
The antiseptic qualities of Sulphur baths promote the general health; remove Hives, Prickly Heat or other eruptions.	
1/4 DOZEN LARKIN'S TAR SOAP,30
Infallible Preventive of Dandruff, Baldness, Clogged Pores and Oily Skin. Unequalled for washing the hair.	



ONE BOTTLE (one ounce) MODJESKA PERFUME, \$0.30

A delicate, refined, delicious perfume for the handkerchief and clothing. The most popular and lasting made.



A most delightfully pleasant, soothing, healing and agreeable demulcent. A perfect emollient. For Chapped Hands, Lips or Inflamed Eye Lids, a sure and speedy cure.

ONE VIAL (two ounces). MODJESKA TOOTH POWDER,

An incomparable dentifrice, giving beauty and whiteness to the teeth, preserving them and invigorating the gums. Purifies the breath.

ONE STICK WITCH HAZEL SHAVING SOAP, IO

YOU can have the full list value — \$10.00 — in any of our soaps of your own selection.



The contents, if bought of Retail Dealer, actually cost \$10.00

Your choice of Premiums, either are
worth ten dollars at retail, . . . 10.00

(You get the Premium gratis.) . \$20.00

Remember, the cost to you is but half the retail prices, which we name only to clearly show how much we save you.

You save half the retail prices, besides the added inestimable satisfaction of using only the Best and Purest Goods.



**ALL
FOR
\$10.00.**



The Larkin Soap Mfg. Co., Buffalo, N. Y.

TO see a combination case of the Larkin Soaps is to know that the retail values we fix upon our goods are just and correct, that the contents are worth \$10.00, at prices charged by retail dealers. To know that, if desired, we sell for \$10.00 two cases, retail value \$20.00, without a premium, is to fully appreciate the scope of our Factory to Family plan of saving you money. Two families may send one order for two Combination Cases, without premiums, for \$10.00. If cash accompanies order, each case will contain the present for cash. If desired, each case will contain 200 bars of "Sweet Home" Soap, or 400 bars for \$10.00, *which is 2½ cents per bar.*

As some people, before dealing with us, greatly over-estimate the amount of transportation charges on our goods, we take pleasure in saying that a box of soap can be sent from Buffalo, by freight, to as many as 20,000 towns in the United States for twenty-five cents; to 15,000 more for not exceeding fifty cents. A saving can often

be effected by sending orders, when convenient, for two or more boxes to be shipped together.

DEAR MR. LARKIN: I like your Soap and your Chautauqua Desk and your Onyx Parlor Lamp, and your way of doing business. May you live a thousand years and prosper.

Cordially yours,
ISABELLA BEECHER HOOKER.
HARTFORD, CONN., Dec. 9, 1892.
(The Gifted Suffragist and Sister of Henry Ward Beecher.)

Headquarters of the }
Salvation Army in America, }
111 Reade St., New York. }

This is my fifth order, so you may safely assume I am pleased with the liberal way you have always treated me. You may make such use of my testimonial, as to the excellency of your goods, as you desire.

MRS. GEN. BALLINGTON BOOTH.

We have visited their factory; seen their goods and premiums offered, and we know that they are full value. The only wonder is that they are able to give so much for so little money.—*The Evangelist.*

MANY wise parents think it a good plan to encourage a business-like disposition which often shows itself in manly boys and industrious maidens. We have a plan that enables active young folks to earn by their own efforts one or several of our premiums. As we offer to pack the Combination Box assorted as our customers desire, they canvas their neighborhood and obtain orders for an assortment of our goods to the retail value of \$10.00. They then have their order sent us by the head of the family, or send \$10.00 with their order for a box packed with just the quantity of each brand of soaps, etc., they have sold, which we ship with the premium selected. On arrival of goods they deliver to their neighbors and friends the goods each have ordered, and the \$10.00 proceeds pays our bill. "Young America" has "the middlemen's profits" in the form of a beautiful, useful desk or other premium that will last a lifetime, and we, having thus been introduced into many new families, have certainly won permanent customers, direct purchasers-to-be, of our Combi-

nation. Boxes. There are, now, towns of not exceeding 20,000 population, in each of which over one thousand Desks have been earned in just this way. In a day, or two, anyone can earn a valuable premium FREE. Try it!

CLUBS.

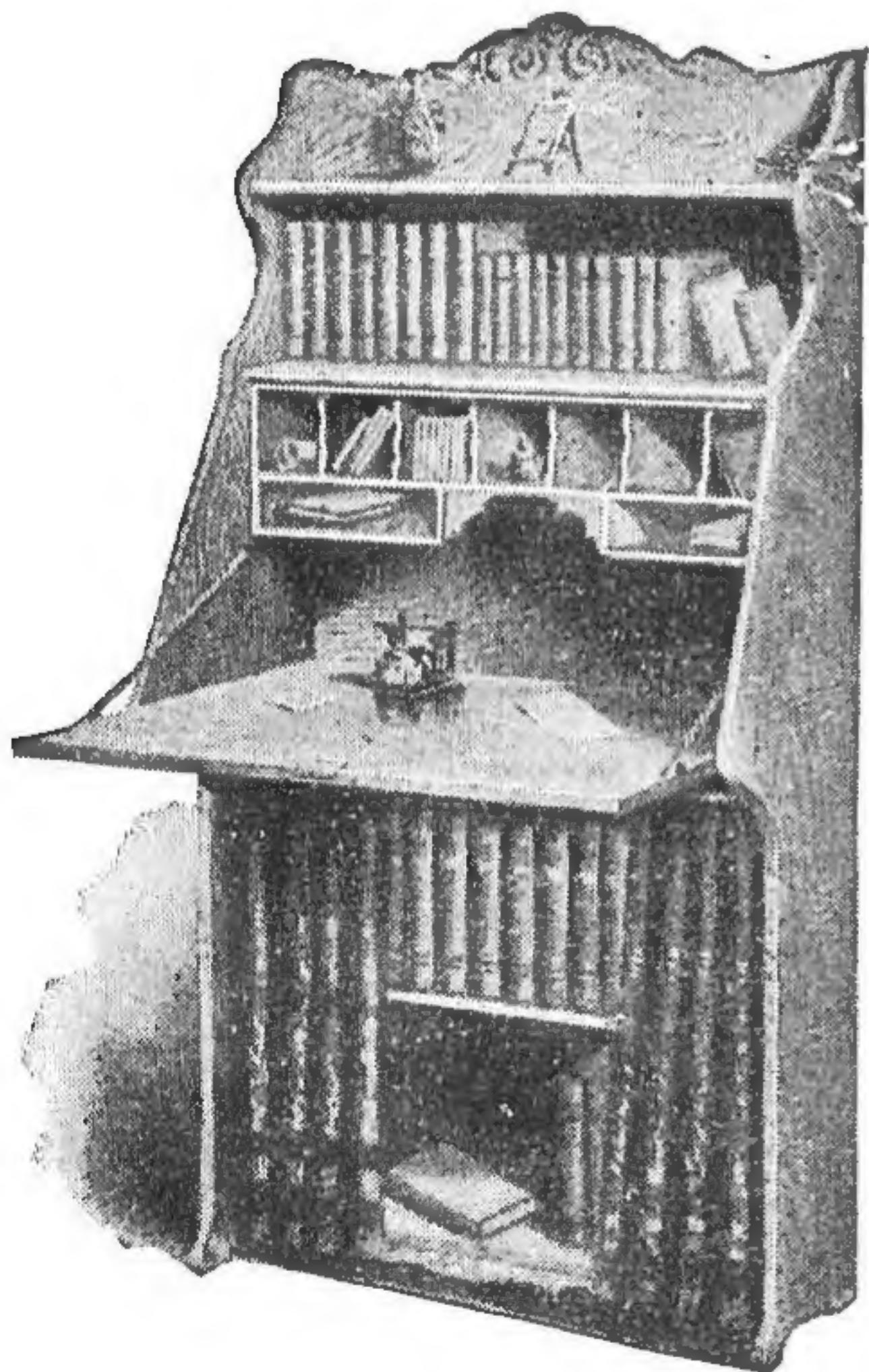
We publish a beautiful Premium List, issued to our customers only, containing very liberal offers of premiums for obtaining new customers for us. Everyone who sends us an order for goods for their own use has the opportunity to easily earn valuable High-Grade Silver-Plated Ware, Furniture, Lamps, Watches, Books, etc., or Cash.

Premiums for orders are given only to our customers for orders obtained and sent us in strict conformance to easy conditions named in Premium List. We can afford to give such premiums only because "a customer once is a customer always."

Any Girl or Boy can get a "Chautauqua" Desk, or any premium we offer, Free. * * *

**The Larkin Soap Mfg. Co.,
Buffalo, N. Y.**

**“Chautauqua” ♀
Desk Free with a
\$10.00 Combi-
nation Case of the
Larkin Soaps. ♀**



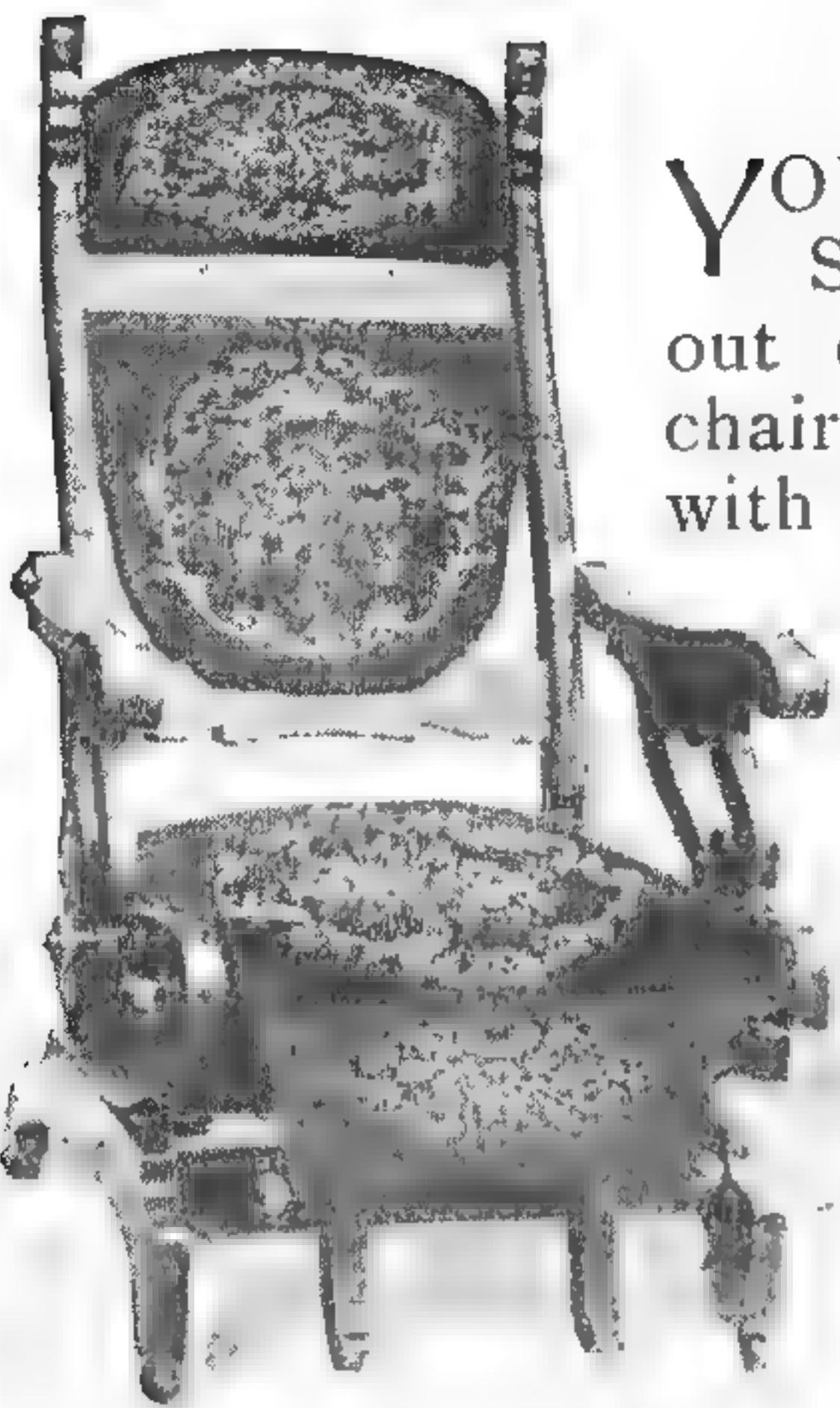
The drop leaf forming the writing bed closes and locks with a key, making a remarkably compact piece of furniture for the facilities it affords. It stands five (5) feet high, is two and a half ($2\frac{1}{2}$) feet wide and ten (10) inches deep. Writing bed is 24 inches deep. It has a brass rod for curtains.

It is a "thing of beauty and a joy forever" to all who possess one. It is artistically designed, complete in appointments, a model piece of furniture, and affords what nine out of ten homes have heretofore lacked, a suitable and convenient place for writing letters, studying, drawing, etc., etc., which will be used and appreciated by every member of the family.

It is a perfect and complete desk, and also has three roomy book shelves, a top shelf for bric-a-brac, seven pigeon-holes for papers, compartments for letter paper, ink, etc. When placed in your home, filled with books that you prize, and ornamented with the gifts of friends, it will become a center of attraction, and you will be grateful to us for adding a new pleasure to your life. This desk originated with us, and has been more widely imitated than anything ever produced in the furniture line. "Imitation is the sincerest flattery."

The Larkin Soap Mfg. Co., Buffalo, N. Y.

"Chautauqua" Rocker and Reclining Chair Free with a \$10.00 Combination Case of the Larkin Soaps



YOU may use the chair as a Spring Rocker (foot rest out of the way beneath the chair) and as a Reclining Chair with amply adjustable foot rest.

It is a synonym of luxurious ease and comfort. In it fatigue becomes a source of enjoyment. It will smooth the furrows of age and soothe the invalid. It pleases everyone, and over forty thousand are in use. It can be adjusted by patent devices to any position, and changed at will by the occupant while reclining. Head rest is adjustable to four easy positions for reading. Seat is made easy by oil tempered spiral springs.

It is built of OAK, polished antique finish. The entire chair is upholstered with corduroy in crimson, old red, tobacco brown, blue or olive, as desired.

It is very strong, and perfectly simple in construction. All mechanism is fully guaranteed. Seat is 20 inches wide between arms, and 18 inches long, and 14½ inches from floor. The reclining back measures 28 inches from seat to top of head rest.

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**



**"Chautauqua" ♀
Silver Tea Set
Free with a \$10
Combination Case
of the Larkin Soaps**

plated ware at any price. It gives universal satisfaction to our patrons. Copy of manufacturer's guarantee, which we hold and which protects every customer: *"We guarantee this Tea Set to be made of Pure Hard White Metal, quadruple plated with purest silver, .999 fine, and of superior style and finish. Twenty years' ordinary use will scarcely impair its original value."*

The Larkin Soap Mfg. Co., Buffalo, N. Y.

Our advertising manager, after having visited the works of The Larkin Soap Mfg. Co., says the goods and premiums offered are wonderful value. He does not see how The Larkin Co. can give so much for so little money. The Company are reliable.—*Silver Cross, N. Y. City.*

Some of the members of the *Presbyterian Messenger* Company have ordered goods from The Larkin Soap Mfg. Co., and, having found everything as they represented it, were perfectly satisfied with their investment.—*Rev. J. T. Gibson, Ed.*



FULL STANDARD, Quadruple Plate. Tea Pot (2½ pints), Sugar Bowl, Spoon Holder and Cream Pitcher. Spoon and Cream are gold lined. This set retails at jewelers for \$10.00. For quality of goods and beauty of design they are unsurpassed by any silver-

“Chautauqua” 
Book Case Free
with a \$10.00
Combination Case
of the Larkin Soaps

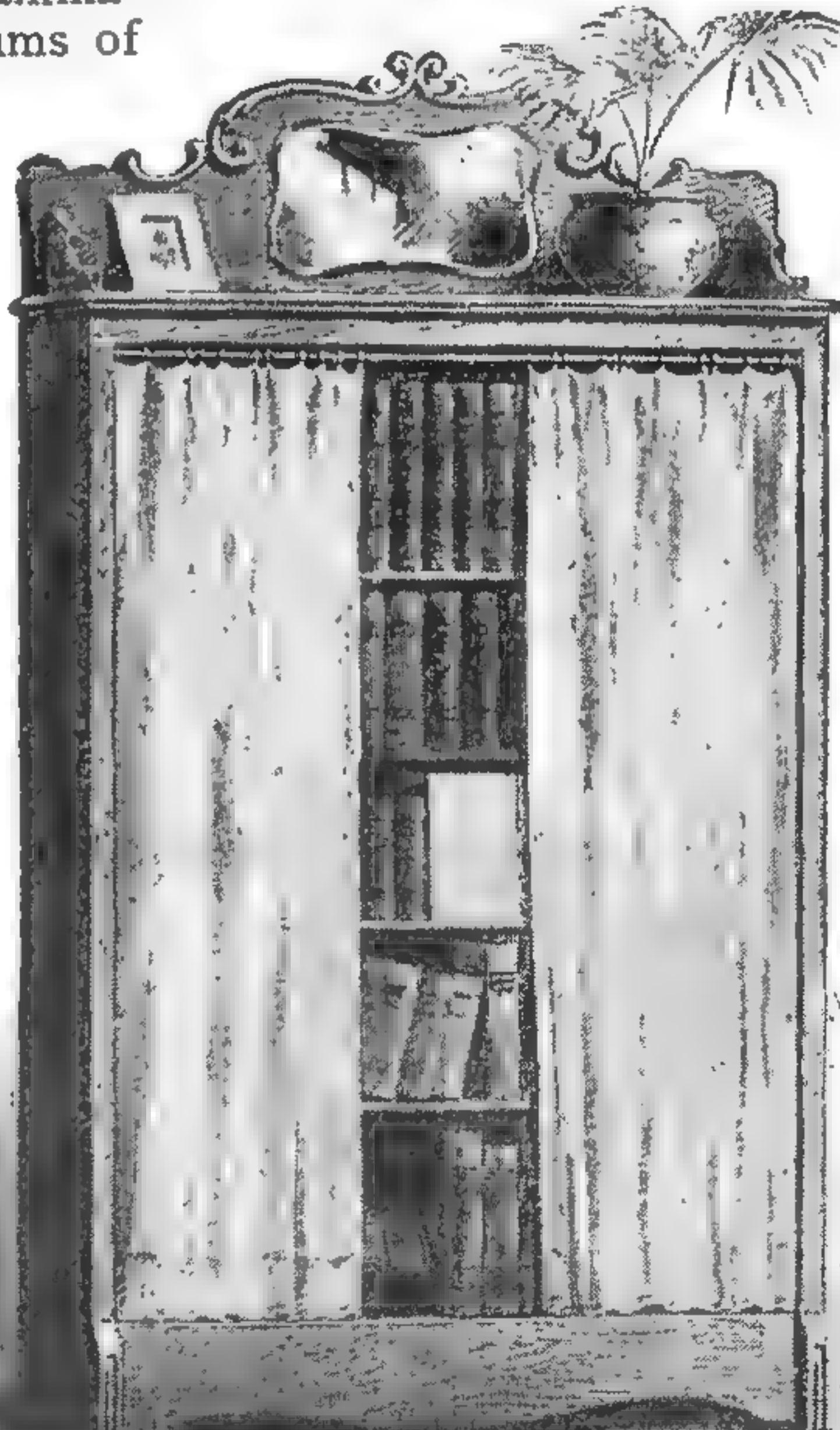
SHELVES adjustable. Fine bevel French plate mirror. The Book Case is five and one-half (5½) feet high, three (3) feet wide and eleven (11) inches deep, and has five shelves. Every exposed part is made of Solid Oak, with a high-polish finish on three coats of varnish. Has a large brass rod and rings for curtains. The shelves can be changed to suit the height of any book. This Beautiful Book Case is appreciated by our book-loving patrons, whose books have overflowed the “Chautauqua” or some other desk they already possess.

After spending half a day in a personal examination of the factory and the goods and premiums of The Larkin Soap Manufacturing Co. we have no hesitation in giving them an endorsement.—*Geo. W. Coleman, Adv. Mgr. The Golden Rule, Boston.*

We have examined the goods and premiums offered by The Larkin Co. They are all they say. A man or woman is hard to please who is not satisfied with such a return for their money.—*C. S. Parr, Bus. Mgr. The Watchman.*

The combination offer of The Larkin Soap Manufacturing Co., although generous, is genuine. From personal experience with these people and their premiums, I can recommend them with confidence. The goods are as advertised, and the company reliable.—*F. T. Burdett, Adv. Mgr. The Boston Household.*

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**



“Chautauqua” Sewing Desk Free with a \$10.00 Combination Case of the Larkin Soaps

lock and key away from the children.

The top is broad and ample, 23 x 46 inches, 25½ inches high. The top drawer has compartments for thread, thimble, scissors, buttons, hooks and eyes, yarns, floss, etc., etc. A deeper drawer (5¼ inches), for the patterns, and a very deep drawer (8 inches), for the sewing in hand. Each drawer is very roomy, being 18 inches long and 14½ wide. Everything is out of sight when not in use, in a handsome Solid Oak, varnished and hand rubbed, compact piece of furniture. The extension leaf drops at side of cabinet when economy of space is desired. Small hooks can be placed at the side or back to provide a place to hang the scrap and the stocking bags. In a convenient place on one side may be hung the pin cushion.

No better piece of furniture for the china painter's studio is made. Every amateur painter should have one.

It also makes a thoroughly practical and convenient typewriter desk. It is exactly the right height and size. A score

are used in our offices for that purpose.



The Larkin Soap Mfg. Co., Buffalo, N. Y.

"Chautauqua" 
Onyx and Brass
Table Free with
a \$10 Combination
Case of the
Larkin Soaps. 

THIS is indeed one of the most chaste and beautiful premiums we offer. Graceful, exquisite, genuine Mexican Onyx Tables have heretofore been enjoyed only by the wealthy. Our table is worthy of, and enters into, the finest homes, and our offer enables those who never hoped to, to possess one. The Mexican Onyx Top is 9 x 9 inches, and sets within a very elaborate Florentine open work cast band. The Empire style legs are solid brass tubes. The lower shelf is also of genuine Onyx, 5 x 5 inches, surrounded by an open work casting. The Onyx, in constant and interesting variations, is beautifully polished. Like human faces, no two pieces ever have markings exactly alike. All brass work is gold finished and lacquered, and will not tarnish, ever preserving its rich appearance. The table is very strong indeed, holding any weight you would ever put upon it. Height, 2 feet 7 inches.

The Larkin Soap Co. have used our columns for years past in advertising their "Combination Box of Soap" sent with a desk, chair or other premium. The publisher of this paper has written personally to a number of subscribers who have responded to the advertisement and purchased the soap. Without exception they state that they are perfectly satisfied with the goods and with the business methods of The Larkin Co. The letters speak in praise both of the soap and of the premiums that accompany it.

—*The Congregationalist.*

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**



“Chautauqua” 
**Onyx OR Deco-
rated Porcelain
Banquet Lamp
Free with a \$10
Combination Case
of the Larkin Soap.**



long; onyx ball pedestal, 3 1/2 inches in diameter.

Height, 30 inches. Open-work fount. A beautiful, rich, *All-Silk 16-inch Shade*, with 8-inch lace flounce. Most fashionable and tasteful shape. Your choice of colors, red, pink, blue, yellow, old gold, lemon or green. Or, if preferred, we will omit the silk shade and send a beautiful Dresden hand decorated porcelain 9 in.-globe, in perfect proportion to the lamp.

Both lamps have Central Draft Burner and all the latest improvements, device for lighting without removing shade or chimney, a wick raiser that a child can operate.

Either by daylight, or at night when lighted, these lamps are a beautiful adornment to any home, as well as a perfect reading lamp.

**The Larkin Soap Mfg. Co.,
Buffalo, N. Y.**

THE PORCELAIN LAMP is beautifully hand decorated with a Dresden spray of roses and daisies with stipple gold finish, as is the 10-inch porcelain globe. It is 33 1/2 inches high. All metal parts are made of solid brass with gold finish. This lamp is the latest Parisian creation.

THE ONYX LAMP is Solid Brass throughout, gold lacquered. Onyx column, six inches long; onyx ball pedestal, 3 1/2 inches in diameter. Height, 30 inches. Open-work fount. A beautiful, rich, *All-Silk 16-inch Shade*, with 8-inch lace flounce. Most fashionable and tasteful shape. Your choice of colors, red, pink, blue, yellow, old gold, lemon or green. Or, if preferred, we will omit the silk shade and send a beautiful Dresden hand decorated porcelain 9 in.-globe, in perfect proportion to the lamp.



**"Chautauqua" ♀
Oil Heater Free
with a \$10.00
Combination Case
of the Larkin Soaps**

WARMTH and cleanliness—convenient stoves and good soap—are alike vital to good health. OUR "CHAUTAUQUA" HEATER is always ready, without delay, to dispel chill or dampness. It will heat a large room in coldest weather, quickly boil a kettle or fry a steak. Constructed entirely of steel plate, polished brass, Russia iron and aluminum. Absolutely nothing to break.

It has a ten-inch Central Draft, Brass Burner, a handsome Russia iron drum and removable top, richly nickel-plated, and a heavy brass oil fount holding three quarts of oil, which lasts twelve hours. Indicator showing depth of oil in tank. It unites every quality approved to date for thorough service and convenience, and thousands are in daily use among our customers. It affords an amount of comfort, pleasure, and health in the home that cannot be conceived without it, for it has no substitute. It is perfectly portable. Will instantly give genial warmth wherever you want it, and without ashes, dust or labor of handling coal or kindling. It incurs no expense except for actual time in use.

The "CHAUTAUQUA" is the greatest of all Oil Heaters regardless of size. Gives a wide spreading flame which burns clear and white.

It is 32 inches high, and the diameter of the drum is 8 inches; its total weight is 14 pounds.

Perfectly portable. No pipe required. Absolutely odorless. Endorsed by physicians.

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**



**"Chautauqua" ♣
Blue Flame Oil
Cooking Stove
Free with a \$10
Combination Case
of the Larkin Soaps**



THE most powerful Oil Cooking Stove made. Entirely unlike the old-fashioned, heavy, cast-iron oil cooking stoves, with direct burning wicks, which radiated as much heat as a coal range. The "Chautauqua" has four five-inch flat wicks in two powerful burners, is constructed entirely of steel, enameled and decorated with polished brass reservoir, and radiates little heat, while the heat is intense at the grate. It is a model of beauty, strong, light and durable, and preferred by thousands to gas or gasoline stoves for ideal summer cooking. Guaranteed free from odor, soot and smoke. The blue flame envelopes the utensil same as a gas stove, without depositing a particle of soot. Height, 27 inches, top, 18 x 25. Weighs 39 pounds. Holds one gallon oil. The reservoir containing the oil is perfectly insulated from the heat-producing part of the stove, so that the oil reservoir is always cool.

If desired, we will furnish this stove with two gas burners, without oil reservoir and blue flame burners. The frame is alike in both.

A removable oven accompanies every stove, size $13\frac{1}{2} \times 14 \times 19\frac{1}{2}$. Receives a 12×14 drip pan. It is scientifically ventilated to be perfectly adapted to this stove, and will fulfill every requirement as a baker. Anything that may be baked or roasted in any range can be as well baked in this oven.

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**

**A White Enam-
eled, Steel, Brass-
Trimmed Bed Free
with a \$10.00
Combination Case
of the Larkin Soaps**

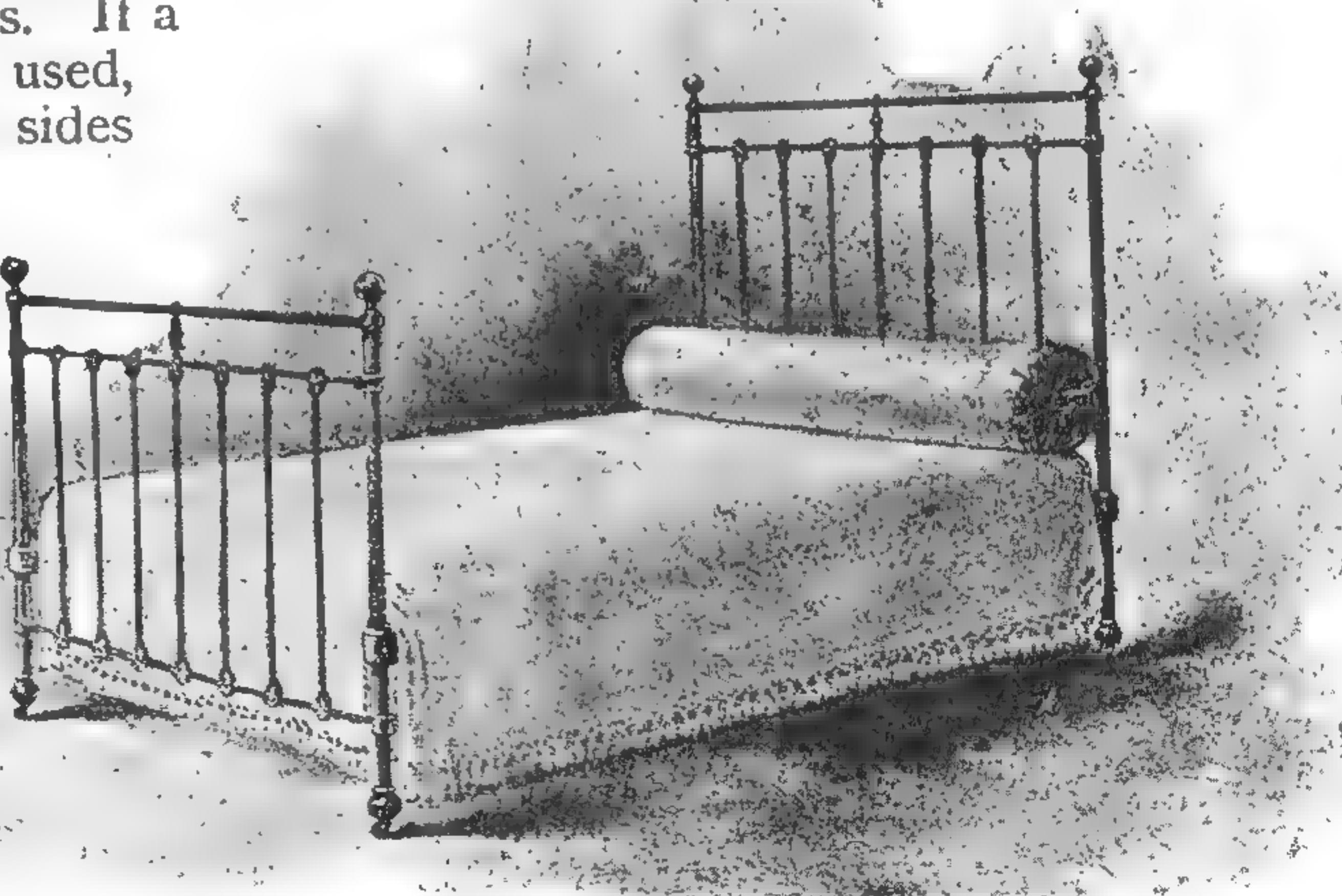
THE Bed is the article of furniture supreme; in it a third of life is passed. Metal beds long ago became so popular in Europe that among the best people there others are rare. Americans are not yet familiar with them, because of high prices. Metallic beds add beauty and cheerfulness to the chamber, while they convey a delightful feeling of cleanliness that invites repose. They utterly discourage vermin. They harmonize perfectly with furniture of any wood or style. Brass top rod at head and foot, and heavy brass, gold-lacquered trimmings. This fine bed is very strong and will last a lifetime, and is such an one as usually retails alone at \$10.00. 4 feet 6 inches wide, 6 feet 6 inches long. Head, 4 feet $5\frac{1}{2}$ inches high; foot, 3 feet $2\frac{1}{2}$ inches high. Corner posts are 1 inch in diameter. Shipping weight, 125 pounds.

All castings are malleable iron and will never break. Detachable ball-bearing casters.

We will, if preferred, send single bed, 3 feet 6 inches or 4 feet wide, as you choose.

Any make of rigid frame wire mattress or springs may be used without slats. If a folding spring bed is used, our patent reversible sides make it practical to use ordinary bed slats to support it.

**The Larkin
Soap Mfg.
Co.,
Buffalo, N.Y.**



**23 Pieces of ♀
Rogers' 1847 Sil-
ver-Plated Table
Ware Free with a
\$10.00 Combi-
nation Case of the
Larkin Soaps. ♀**

for the best that can be made. Every piece bears the trade mark, is warranted for ten years, and with ordinary fair usage, lasts forever. The Knives are silver-plated on Steel, the Spoons and Forks are silver-plated on Best Nickel Silver.

So complete an outfit of this celebrated ware is seldom sold by retail dealers at less than \$11.00 or \$12.00. Ascertain what your jeweler will sell you the genuine Rogers Bros. 1847 Silverware for! As all leading jewelers carry this ware in stock, this premium affords you an easy means to judge the value of all the premiums we offer; to judge what may be saved by "the Larkin-idea."

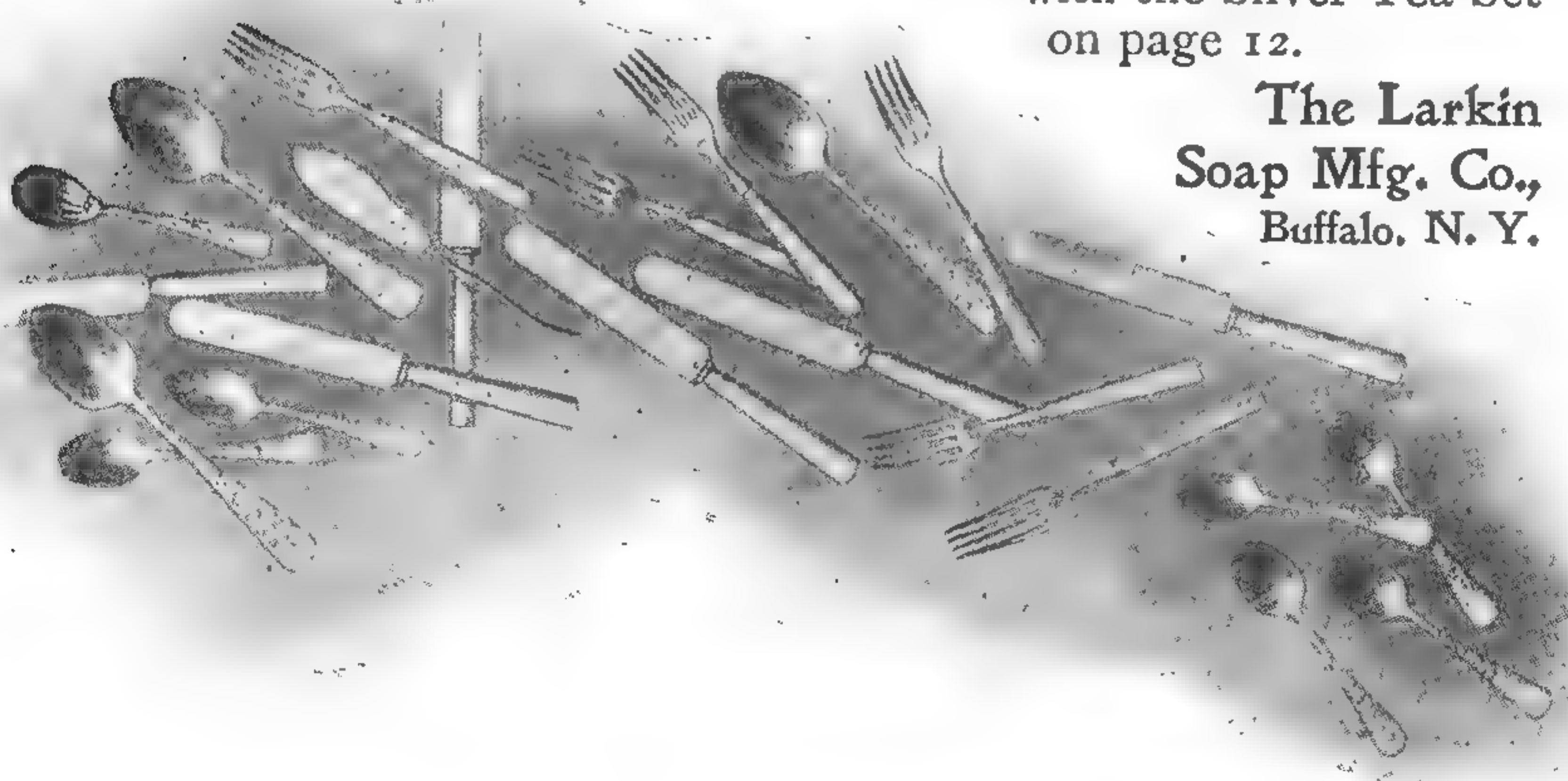
We can omit Teaspoons and send $\frac{1}{2}$ dozen Tablespoons, or omit Tablespoons and send 1 dozen Teaspoons.

For 35 cents extra, sent with order, we will omit all Spoons and send 1 dozen each Knives and Forks—24 pieces.

For 35 cents extra, sent with order, we will send $\frac{1}{2}$ dozen Tablespoons, omitting the Sugar Spoon and Butter Knife—24 pieces.

In ordering, please be sure to specify that you wish the
"ROGERS SILVERWARE," to avoid confusion
with the Silver Tea Set
on page 12.

**The Larkin
Soap Mfg. Co.,
Buffalo, N. Y.**



“Chautauqua” 
Piano Lamp Free
with a \$10.00
Combination Case
of the Larkin Soaps

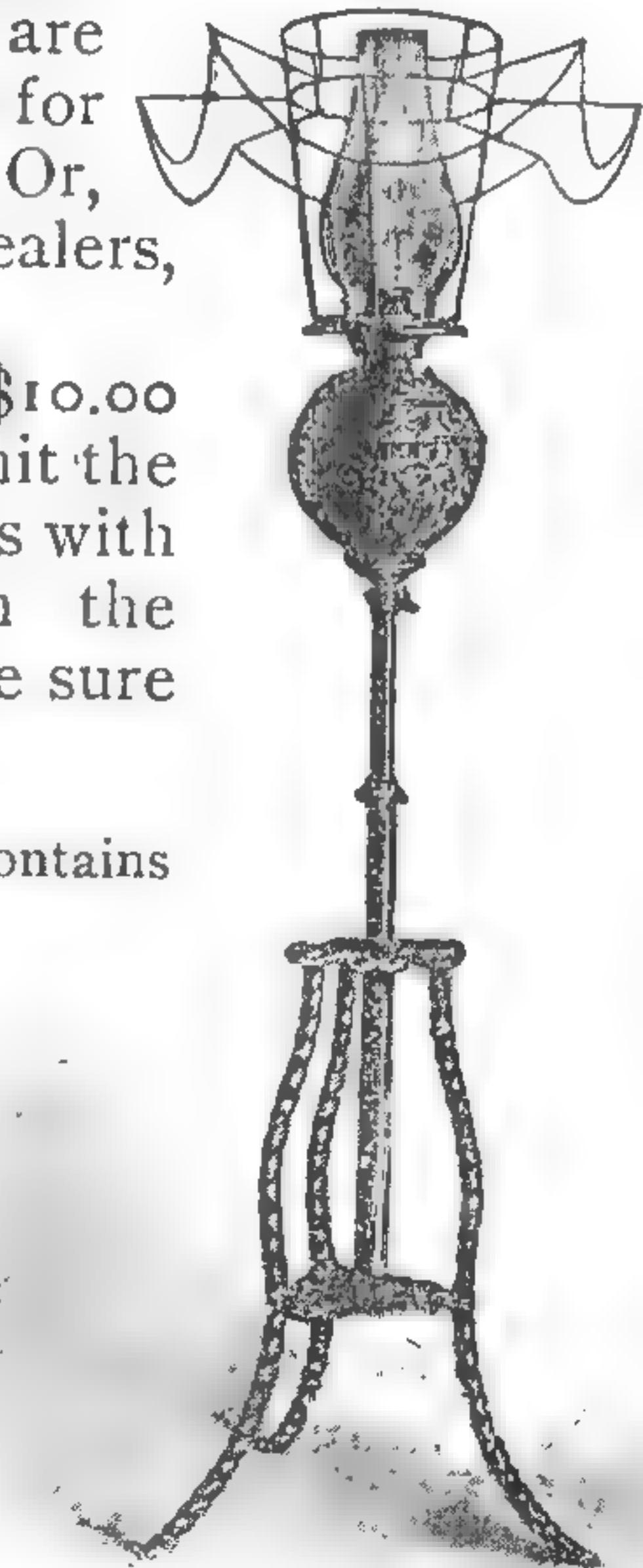
THERE is nothing finer, more useful or ornamental for the parlor, hall, library or guest chamber, pulpit, club or lecture room, wedding, birthday or anniversary present. It is made of solid brass, polished and lacquered so it will ever retain its lustre without burnishing. IT STANDS $4\frac{1}{2}$ FEET HIGH, and can be extended to $6\frac{1}{2}$ feet in height.

It has the best Central Draft Burner made, with device for lighting without removing shade or chimney. Simplest wicking device known. Indicator showing depth of oil in oil pot at all times. It is, in fact, equal in every way to the most expensive and very latest lamp that can be purchased. It is shipped ready for use, with chimney, wick and wire hexagon shade frame. Silk or paper shades for lamps are now very generally made at home, and material for same can be easily obtained of your merchants. Or, you can substitute a lamp globe, bought at your dealers, in lieu of a shade; it will fit the ring.

For one dollar additional, *i. e.*, \$11.00 for a \$10.00 combination case and the piano lamp, we will omit the wire shade frame and send one of the beautiful globes with Dresden spray decoration, which is shown on the decorated porcelain banquet lamp on page 16. Be sure to specify in your order if you wish this change.

We are in possession of a box of Larkin's Soap. It contains more than soap—it has in it soaps for washing, cleaning and for the toilet, for cleaning woolen fabrics, etc., etc. The amount of cleanliness and odorousness in one of these boxes is surprising, and it is not beyond the truth to say that the quality is equal to the bulk. We have used it to wash, shave and scour, and find it superb, and recommend it as being all it professes.—*Philadelphia Presbyterian.*

The Larkin Soap Mfg. Co., Buffalo, N. Y.



"Chautauqua" 
Roller Organ Free
with a \$10 Com-
bination Case of
the Larkin Soaps.

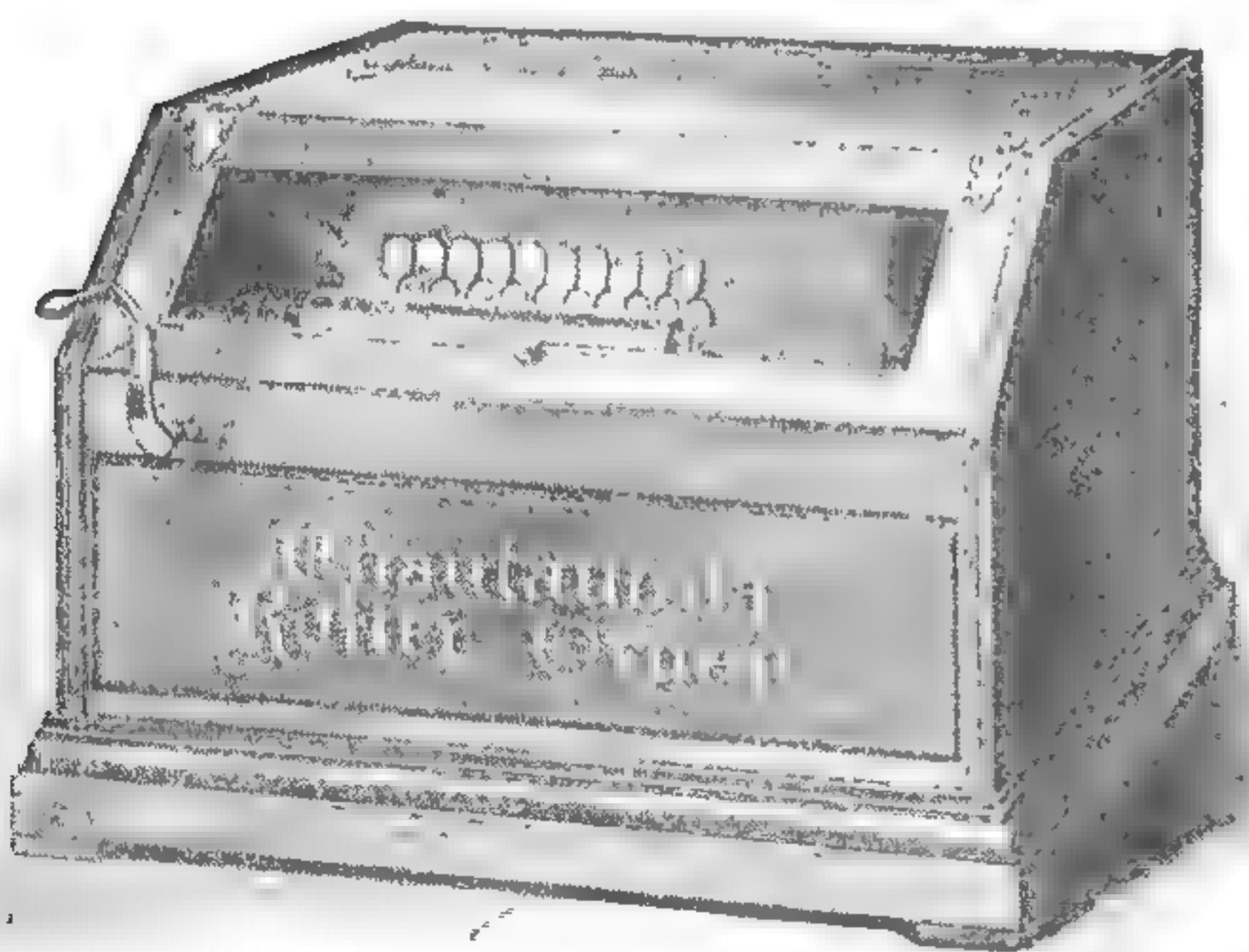
all its mechanism, and send the organ entirely subject to your approval after thirty days' trial.

The volume of tone and full sustaining and carrying power equal that of a full organ. It will fill any ordinary-sized hall, and furnish acceptable music for any occasion. The case is handsomely made, Rosewood finish. Do not confound this organ with music boxes, playing only a half dozen tunes, which you soon tire of.

Five Rollers free with each Organ.

Extra rollers (each plays one tune) will be furnished at 20 cents each ; when ordered sent by mail, remit 6 cents per roller extra for postage. List of 800 tunes on application. A perfect musical instrument. Not a plaything. Can be played by anyone, old or young. To remove the roller and replace it by another is but the work of an instant, and can be done by a child.

Weight, 30 lbs. Length,
17 ins. Width, 15 ins.
Height, 12½ ins.



**The Larkin
Soap Mfg.
Co.
Buffalo, N. Y.**



RELIABLE Seth Thomas movement: Patent regulator. Safety pinion. Compensation balance. Adjusted to heat, cold and all positions. Stem winding and setting. Guaranteed ten years with fair usage. Gloss enameled dial. Six size, exact size of cut, is one-half inch thick, and weighs two ounces. Very fashionable. A perfect little gem, and an excellent time-keeper.

The proprietor, editor or other representative of *hundreds of the best papers* published have personally visited our works, and are acquainted with us and our goods. Lack of space prevents printing here what all have said about us. We can only give the mere names of some of the best known who have vouched for us :

Advocate & Guardian.
American Messenger.
Assembly Herald.
Banner of Light.
Baptist Union.
Boston Household.
Christian Herald.
Christian Instructor.
Christian Intelligencer.
Christian Nation.
Christian Standard.
Christian Uplook.
Christian Work.
The Churchman.
Congregationalist.
Delineator.

Episcopal Recorder.
Epworth Herald.
The Evangelist.
Examiner.
Farm, Field & Fireside.
Free Methodist.
The Golden Rule.
Independent.
International Evangel.
Ladies' Standard Magazine.
Lutheran.
Lutheran Observer.
Mid-Continent.
New York Ledger.
New York Observer.
Normal Instructor.

Northern Christian Advocate.
Northwestern Christian Advocate.
Phila. Presbyterian.
Presbyterian Journal.
Presbyterian Messenger.
Ram's Horn.
Reformed Church Messenger.
Silver Cross.
Standard Delineator.
Standard Designer.
Twentieth Century.
Union Gospel News.
Watchman.
Wesleyan Methodist.
Word & Works.
Youth's Companion.

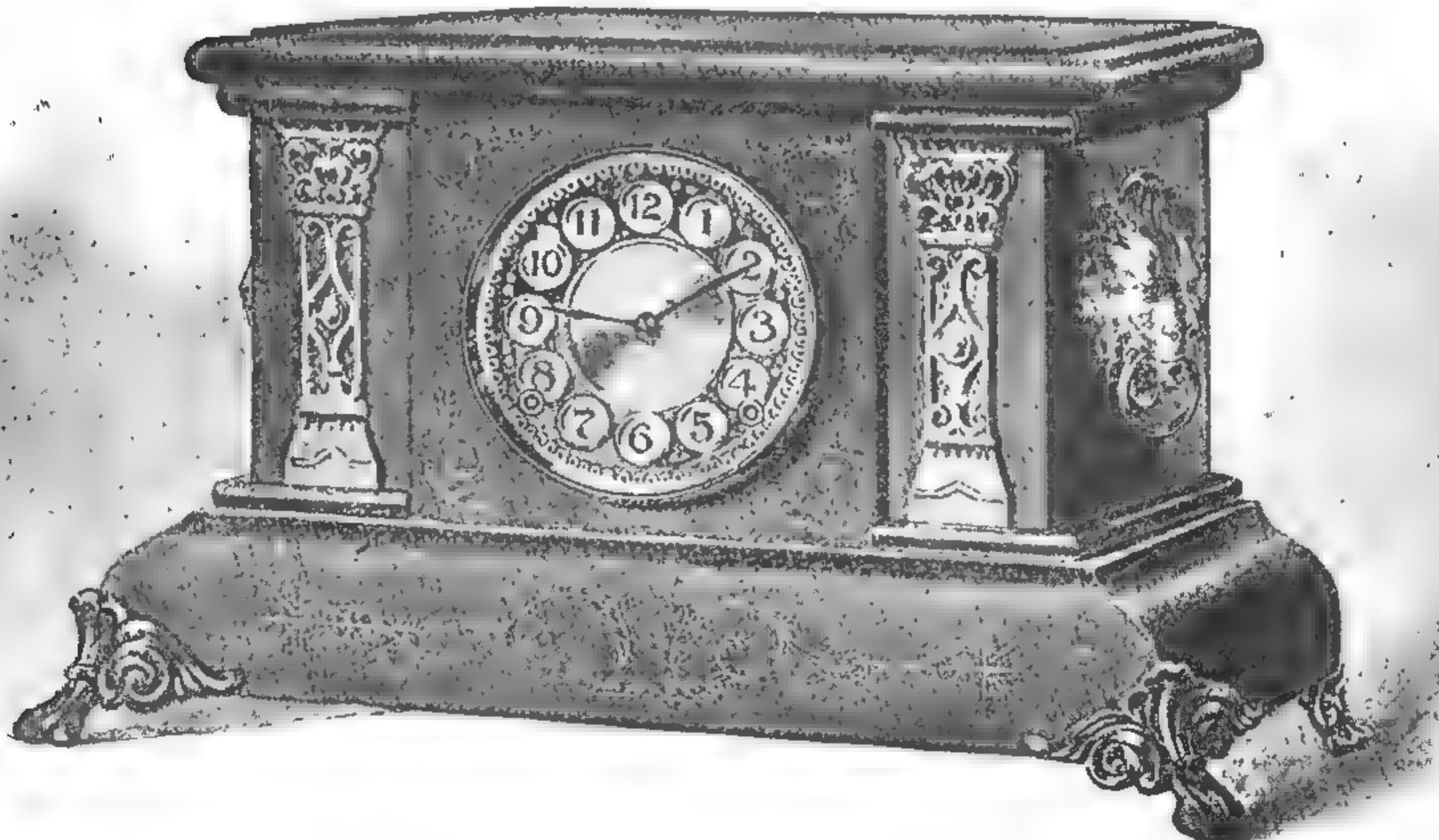
**Ladies' Watch,
Sterling Silver
Chatelaine. Free
with a \$10.00
Combination Case
of the Larkin Soaps**

**Seth Thomas
Mantel Clock Free
with a \$10.00
Combination Case
of the Larkin Soaps**

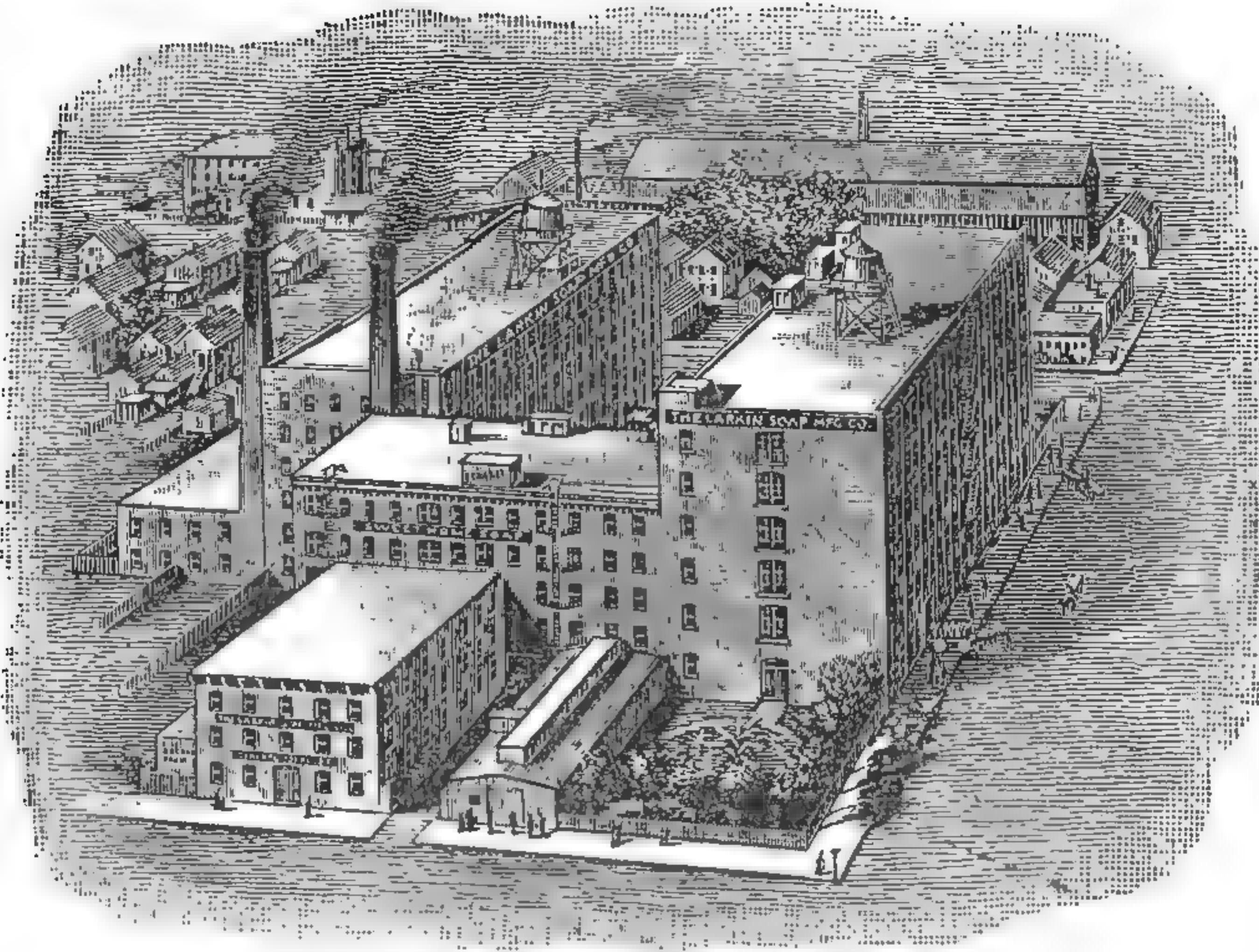
artistic bronze gold pilasters and trimmings. It is much handsomer than printing can illustrate it. Measures, length, $16\frac{3}{4}$ inches; width, $6\frac{1}{2}$ inches; height, 11 inches. Dial, genuine French imported white porcelain, 5 inches in diameter (or gilt, if preferred), with black Arabic numerals. Many very good clocks have paper dials. Guaranteed a reliable timekeeper, made by the most celebrated makers in America, and can hardly be told by an expert from a genuine marble clock. It will last a lifetime.

None need hesitate to accept any offer made by The Larkin Soap Mfg. Co. What they say, they do. We can personally testify to this.—*New York Observer.*

The Larkin Soap Mfg. Co., Buffalo, N. Y.



EIGHT-DAY. Cathedral Bell. Strikes hours and half hours. BEAUTIFUL, ADAMANTINE ENAMEL CASE, made by a patented process. Very highly polished, and so closely resembles black and variegated marble that *the eye cannot distinguish it from marble.* Ornamented with



THE LARKIN FACTORIES.—1897.

OVER 170,000 SQUARE FEET OF FLOORS.

THE ONLY GREAT SOAP WORKS IN THE WORLD DEVOTED TO SUCCESSFUL CO-OPERATION WITH CONSUMERS. OUR PRODUCTION GOES DIRECT FROM FACTORY TO FAMILY, WITHOUT TRIBUTE TO MIDDLEMEN.

NOTICE TO POSTMASTER.

This envelope contains an offer to the addressee, of goods on thirty days trial. It should not therefore be delivered to another person if undeliverable to rightful owner.

In accordance with Section 553 as amended (see U. S. Official Postal Guide,) Postmaster is requested to return us this parcel, if not claimed or delivered in 10 days; return-postage on it will be paid by us on receipt. If fifty or more envelopes are undeliverable notify us and hold them for orders.

The Larkin Soap Mfg. Company.

BUFFALO, N. Y.

Our \$6.00 Factor!

IT CONTAINS

	RETAIL VALUE.
100 Bars "SWEET HOME" Family Soap.....	\$5.00
Enough to last an average family one full year. This soap is made for all laundry and household purposes, and <i>has no superior</i> .	
10 Bars White Woolen Soap, a perfect soap for flannels.....	.70
12 Packages Boraxine Soap Powder, full pounds.....	1.20
4 Bars Honor Bright Scouring Soap, no better made.....	.20
1/4 Doz. Modjeska Complexion Soap.....	.60
Perfume matchless. For all toilet purposes it is the luxury of luxuries. Especially adapted for the nursery or children's use, or those whose skin is delicate.	
1/4 Doz. Elite Glycerine Toilet Soap, very fragrant.....	.25
1/4 Doz. Old English Castile, (large six ounce cakes).....	.30
A pure milled Castile Soap, made from pure olive oil. Superior to ordinary Castile.	
1/4 Doz. "Creme" Oatmeal Toilet Soap, scented.....	.25
1/4 Doz. Sulphur Soap, scented.....	.30
The antiseptic qualities of sulphur baths promote the general health; remove hives, prickly heat or other eruptions.	
1/4 Doz. Larkin's Tar Soap.....	.30
Infallible preventive of dandruff, baldness, clogged pores and oily skin. Unequalled for washing the hair.	
One Bottle (one ounce) Modjeska Perfume.....	.30
A delicate, refined delicious perfume for the handkerchief and clothing. The most popular and lasting made.	
One Jar (two ounces) Modjeska Cold Cream.....	.25
A most delightfully pleasant soothing, healing and agreeable demulcent. A perfect emollient. For chapped hands, lips or inflamed eyelids a sure and speedy cure.	
One Vial (two ounces) Modjeska Tooth Powder.....	.25
An incomparable dentifrice, giving beauty and whiteness to the teeth, preserving them and invigorating the gums. Purifies the breath.	
One Stick Witch Hazel Shaving Soap.....	.10
<i>The Contents, if Bought of Retail Dealer, actually costs.....</i>	\$10.00
<i>Your choice of premiums, either one worth two dollars or more at retail.....</i>	2.00
ALL FOR \$6.00.	\$12.00

Y to Family Box

IF you desire changes in contents of box, we will pack a box especially for you. You can have the full list value—\$10.00—in Soaps of your own selection. If you want all “Sweet Home” Soap, we will send you 200 bars and omit all of the other goods.

ORDER TO-DAY. Your money will be promptly returned to you upon request if, after thirty days' trial, you are not perfectly satisfied with the “Factory to Family” Box and the Premium.

If our description of the premium you receive, or of the soaps, etc., leads you to expect anything different than you find it, no charge will be made for what you have used, and we will take the goods away at our own expense. **HOW CAN WE DO MORE?**

We will ship goods day after order and money are received and send, besides the premium you select, a nice present for the lady of the house. No book-keeping or collecting, and you get the benefit. This is true co-operation. Our goods are known to our customers who are in every town and city, and we will cheerfully name some of those who are near you as references, if you wish it. We also refer you to any banker in the U. S. If you remit by P. O. or Express money order or bank draft or check we will be responsible for safe receipt of the money. We guarantee the safe delivery of everything we ship.

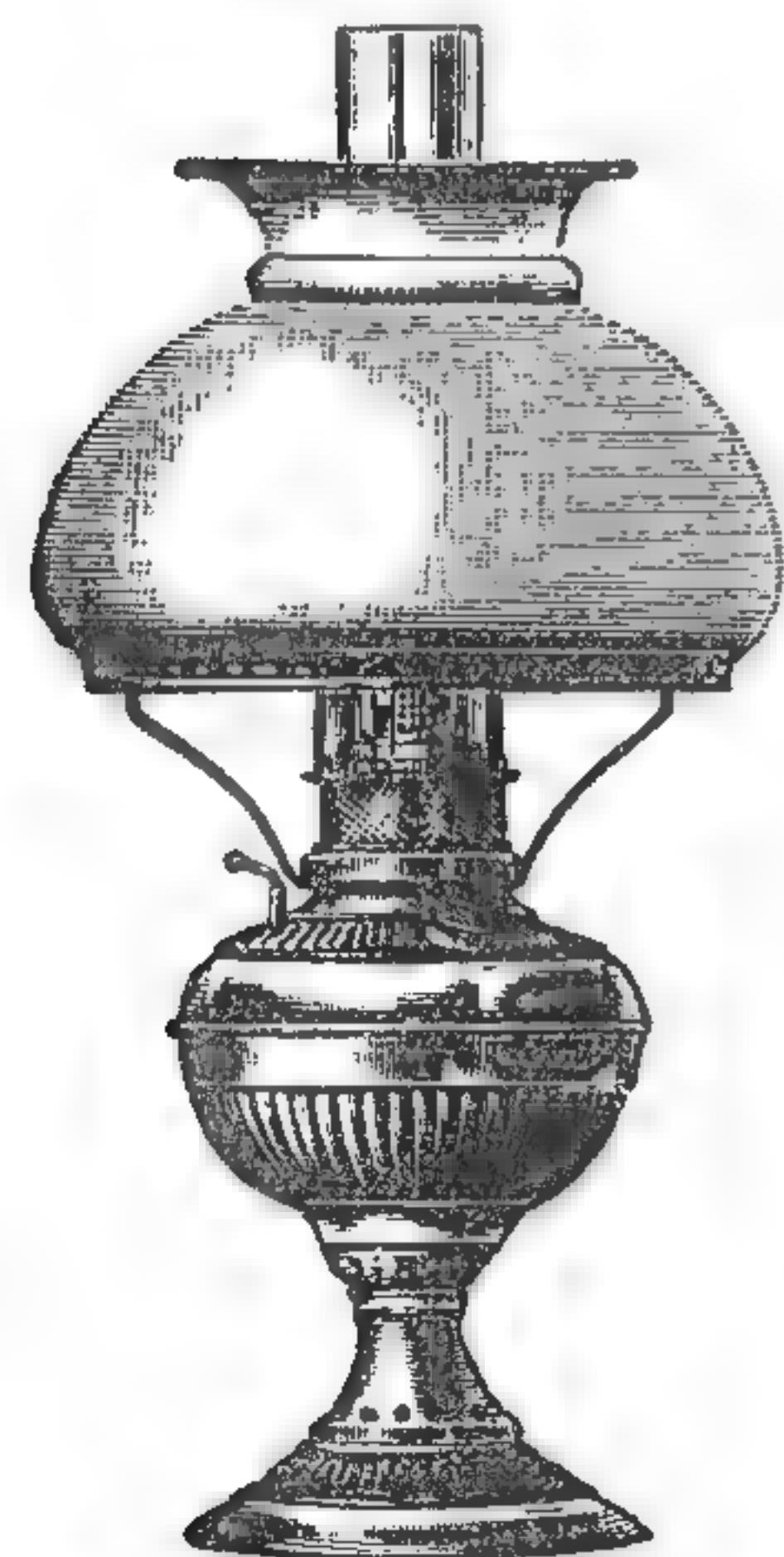
We will send you **FREE**, with a \$6.00 "Factory to
SILVER CAKE BAS

nine inches in diameter—guaranteed quadruple plated on platinum
engraved, worth at retail \$2.50, or, if you prefer, we will

Silver Butter Dish, Pick
Berry Dish with Glass Bowl,

of same quality instead of Cake Basket. Lack of space precludes
all these chaste and beautiful articles.

Railroad companies decline responsibility for valuable articles of
it is, therefore, sent by express. The soap goes as usual by freight.



SIX TEASPOONS } Rogers Bros.

OF BEA

There is but one quality of Silverware bearing the name of Rogers Bros. It is known throughout the world that it stands for the best that can be made. It is durable and its usage last forever. Sent by mail, postpaid.

Or A POLISHED N

oof of forty candle power, central draft patent burner, dome shade and shade-holder. Height, 16½ inches. It is made by the manufacturers of our famous "T



Family " Box, a

KET,

ire white metal, elegantly
ill send you a beautiful

le Caster, or Syrup Pitcher.

revents illustrating here

silverware if sent by freight,



YOU CAN HAVE

**1847, A 1, Silver Plated { or THREE
UTIFUL PATTERN.
TABLESPOONS**

ing the trade mark of "Rogers Bros., 1847, A1." The whole world
ide. Every piece is warranted for ten years, and with ordinary fair

HICKEL "KEYSTONE" LAMP

er. Complete as shown in this cut, with wick, chimney and opal
ches; holds one quart of oil. Every lamp guaranteed perfect. It
Chautauqua Onyx Banquet Lamp." Sent by freight with the soap.

The Larkin Soap Mfg. Company.

BUFFALO, N. Y.



JOHN D. LARKIN Jr.
PRESIDENT
LARKIN CO Inc.

*How to Start
a Larkin Club*

Posted on: January 23, 2020
Edited by: Brian D. Szafranski
Elma New York USA
Please do not reprint or republish
this document for commercial gain.

Makes Dreams Come True

THERE are thousands upon thousands of people—folks who are our friends in a very real sense—who have learned that by turning to the Larkin Catalog they can make their home a place of comfort and beauty. For them the Larkin Plan has made dreams of a cozy home come true. And the letters of satisfaction that come to us daily from our friends are a continual source of inspiration that lead us on to new heights in our work of service to American homes.

Is your home all that you want it to be? If not, the Larkin Plan gives you the opportunity to make it so. Learn for yourself what it means to be a member of a Larkin Club, or the satisfaction and happiness of running a Club of your own. The furniture, lamps, rugs, silverware and many other things that you would like in your own home may easily be yours.

Back of every transaction is the Larkin guarantee of "Satisfaction, or your money back" and the visible evidence, in the form of the vast Larkin factories, that just as we have served millions in the past 23 years, so we can serve and satisfy you. It gives me great pleasure to invite you to join this great happy Larkin circle and make your dreams come true.

John S. Larkin Jr.

Co-operation—a sure and easy way to save jobbers' and retailers' profits.

*ESTABLISHED 1875.
INCORPORATED 1892.*

The Larkins & Sons / W. & G. Company.

BUFFALO, N.Y.

Date:

GENTELMEN:—You may show me, subject to thirty days' trial,

One Combination Box of the Larkin Soaps, etc.

and

(State here what premium you desire. Select only a premium we offer.)

If after thirty days' trial I find the Soaps and the Premium entirely satisfactory and as represented, I will remit you \$10.00; if not, I will notify you your goods are subject to your order and you must remove them, making no charge for what I have used.

{ To be signed only by }
{ Head of Family. }
.....
(Name,).....

(Occupation.)

(Street Address)

(B) 0)

(2+2)

Give shipping or any special packing instructions on back of this sheet.
On account of the great number of customers we have, similarity of names sometimes causes confusion on our books--to avoid which please give Occupation, Street and Number. New patrons can facilitate prompt shipment by naming references to a bank or business house (not dealers in soap).
Cash sent with this order secures an extra premium of value, and shipment day after order is received.